

cases are shipped in car-load lots right under the eye of the croaker while he is looking for the old-time hogheads, tierces and barrels.

Small Packages the Order of the Day.

The same is true of sugar, of lard, of salt, of soap, of flour, of coffee, of pretty much everything. Home are kept up with the times, changed, their methods and the times changed, and the croaker has not found it out, and all the year while Mr. Croaker has been standing around wondering why the grocery men of Richmond are not shipping two or three hundred tons of goods in big boxes, and the smaller lot box that carry a day's supply, never more than a week's supply of provisions are the order of the day.

The Richmond wholesale grocery merchants, active, as intelligent and as wide-awake business men as can be found on the American continent, have kept up with the times, changed, their methods and the times changed, and the croaker has not found it out, and all the year while Mr. Croaker has been standing around wondering why the grocery men of Richmond are not shipping two or three hundred tons of goods in big boxes, and the smaller lot box that carry a day's supply, never more than a week's supply of provisions are the order of the day.

Richmond Wholesale Grocers.
Indeed times have changed, and the twenty or more wholesale grocers of Richmond are right up in line with the times. They are: C. W. Antrim & Sons, Joseph W. Blanton, Christian & Wintfree, Charles Davenport & Co., E. A. Davis & Sons, C. F. Sauer, Co., Spence, Stannacker & Co., Stokes, Grymes Grocery Co., Charles F. Taylor & Co., L. C. Younger.

There are some other houses that handle groceries to a limited extent in connection with other lines that will be considered later on in connection with those lines. Some of these enumerated handle only fancy groceries and confectioneries but all are large and flourishing establishments, all are doing business, all have adopted modern methods and equipped their establishments with up-to-date labor and time saving appliances, and taken as a whole, the grocery distributors of Richmond can hold their own in all respects by the side of those of any market in the land.

Figures That Speak.

It is not always an easy matter to get facts and figures from the railroad books. In the first place, the railroad books are not always anxious to exhibit their books, and in the second place it is a tremendous job to go through these books and get your figures. However, we have had access to the books of one of the trunk lines and have gone carefully over the grocery shipments from Richmond for the first three months of this year, and compared them diligently with the records of the corresponding months of last year. Using these figures as a basis and from them conservatively estimating the business of the other roads, I find that the Richmond wholesale grocers shipped to the retailers of the South in the first three months of this year 10,000 tons of goods. As compared with the figures for the same period of last year, a decrease of five per cent. is shown in "less than car-load lots," and an increase of fifteen per cent. in "car-load lots," thus showing a net increase of ten per cent. in this year's business, and showing, incidentally, that the Southern retail merchants are in better trim this year than last, and are buying goods in larger lots.

Multiplying this total of shipments by four and you have the year's shipments conservatively estimated at 562,400 tons. Now add to this the "drop shipments" and the Richmond and Manchester trade at a most conservatively estimated and grand total of goods bought and sold by the wholesale grocers amounts to fully one million tons.

"Drop Shipments" and City Trade.

"Drop shipments" are heavy goods bought and sold by Richmond jobbers and shipped direct from the place of purchase to their larger customers, and these, of course, don't figure on the railroad books in Richmond, nor do the goods sold to city retailers and delivered to them by drays. This city trade is of itself an immense business. Nearly all of the salt in sacks, ninety per cent. of the tobacco, half of the sugar and molasses in barrels, an immense quantity of the fruits and canned goods, possibly half of the laundry soaps and many other heavy goods handled by the Richmond jobbers are shipped direct from the factories to their customers and come under the head of "drop shipments."

The Richmond jobbers sell to all the retailers in the city and Manchester, and business which does not appear on the railroad books is something that would startle the croaker who knows only of the ancient days when retailers did not buy of home jobbers.

Greatest Distributing Point.

As in meats, as in day goods, as in boots and shoes, as in groceries, Richmond is the natural distributing point for the South and Southwest, and has advantages that no competing market can overcome. Its position at the head of navigation on the James river, with all

Our Ready-to-Wear Outclasses Any Other Clothing On the Market To-Day.

In the field of competition it's always the favorite. It wins through merit. It's the clothing of to-day. It interprets style best. It's the basis of every comparison of clothing quality, style and worth.

Dissect any garment in this stock—go into the details of its making—the quality of the fabric, the cut, the finish—and the more you know about clothing the more you'll find to appreciate in the G. R. Clothing.

Gans-Rady Company

the advantages of salt water transportation, give the grocery jobber advantages over his Southern competitor that the buyer for the retail trade is bound to see and appreciate. Richmond has the same rates from the Pacific coast that Chicago has, that New York has, and better than Boston, and the products of the great fruit farms and canneries of California and of all the farms and factories of the great West are laid down at the door of the Richmond jobber at the same rate at which they reach Chicago, Cleveland, Cincinnati and New York. This is known as the Eastern classification rate, and no market South of Richmond gets it. Of course the customers of the Richmond jobbers reap the benefit. Richmond also gets a better rate from manufacturing points in Western New York than New York city does.

Fruits and Canned Goods.
California fruits, both boxed and canned, and the canned fruits, meats, pickles, preserves, cereals and breakfast foods, syrups, soaps and thousands of other things that come from the great West come to Richmond for distribution throughout the South and Southwest because of the exceptional advantages Richmond enjoys both in incoming and outgoing freights and in quick transportation.

Richmond has distributed more California fruits, both fresh and canned, within the past year than any other Southern market. This, like the roasting of coffee, which has been treated in a former article, is a growing up-to-date line that the Richmond jobbers have taken hold of to take the place of milk, meats, hoghead molasses, rolls of sole leather and some other bulky shipments that used to delight the eye of the old croaker. Thirty thousand boxes, sixty car-loads of California oranges have been handled by the Richmond jobbers since January 1st.

Other Advantages.
The Richmond merchants have been quick to utilize all the other advantages that have come their way. Drays are used now only for the city trade. Railways side tracks and spur tracks are run to the doors of the immense warehouses and cars are loaded and unloaded right at the door. Electric and steam power is used for elevators, and the immense stores on Cary Street and other streets and the great warehouses on the dock are all equipped with all the modern improvements and utilities.

The grocery jobbers of Richmond are well equipped to do the business of the South, and they are doing it. The croaker will probably not believe it, but there are wholesale grocery houses in Richmond that do an annual business that goes into the millions. One house I know did a business of two and a quarter millions last year, another went beyond the two million mark, another rounded up two million dollars, several went beyond one and a half million, and others went along from that figure down into the hundreds of thousands.

The croaker is ready to ask: Where does Richmond do all this business? Where does she ship all these goods to? Why all over Virginia, North Carolina, South Carolina, East Tennessee, North Alabama and North Georgia. Richmond is the gateway to the South, the national distributing point, made so by her incomparable railway facilities, her water transportation advantages, her banking facilities and her natural advantages.

A wholesale merchant of a large Western city talking not long since to a Richmond jobber, said: "You have the finest territory in the country. We can't go over 75 miles before we are met by a competitor who can compete. You Richmond people can go 300 miles before you meet a competitor who can stand up against your advantages." That is true and the Richmond jobbers, knowing this and knowing that their territory is growing every day by the Southern section's rapid increase in population, are pressing onward and making Richmond the greatest grocery distributing point in the country.

Army of Drummers.

The twenty-odd grocery jobbers here have an army of drummers in the territory indicated, and one would not fail to find a Richmond commercial tourist in any town of any size at which you might stay over a night in any of the States mentioned above. They are always on the go, and they are out for business. They know Richmond's ad-

vantages and they are talking Richmond all the time. If the folks at home would talk Richmond as constantly, as enthusiastically and as intelligently as do the Richmond drummers, we would soon have no more croakers.

What Richmond is doing in the wholesale grocery line it can do in all other lines, for the grocery trade has no advantages of railway facilities, banking facilities and other facilities that other lines cannot enjoy.

Well, among other things, a selling annually two billions and two hundred millions of pounds of groceries. Put that in your pipe and smoke it, Mr. Croaker.

CHALLENGE ACCEPTED.
Reinecke and Grant Will Meet Dwyer in Handicap Match.
Both Charles Reinecke and Joe Grant have accepted the challenge of Dwyer to meet them in a handicap match at the Academy next Wednesday night.

The articles are to the effect that Dwyer is to throw both of the middleweights twice in an hour, both Cornish and catch-as-catch-can.

If Dwyer fails to throw the two men they are to get thirty per cent. of the gross receipts of the match.

Both of the middleweights are confident they will win the match.

Reunion for General Agents.
The Phoenix Mutual Life Insurance Company has invited its general agents to attend a reunion to be held in St. Louis this week. Mr. Ben. M. Rawlings, the Richmond agent, left last night to be present, and anticipates a delightful time.

FELL FROM CAR.
Mrs. Vaughan's Eagerness to Recover Purse Results in Injury.
Mrs. Vaughan, of Church Hill, fell from a Broad Street car, near the corner of Eighth, yesterday afternoon, and painfully cut her forehead.

She was a passenger on the car and dropped her pocket-book out of the window. Before the car could be stopped, she had stepped off. She fell to the

ground from the momentum, and was stunned. She was carried into Snyder and Hurdley's, where Dr. Crump attended her.

She does not blame anyone but herself. After composing herself, she went home.

North Carolina Classis.
(Special to The Times-Dispatch.)
HIGH POINT, N. C., May 7.—The annual meeting of the North Carolina Classis of the Reformed church in the United States is now in session in High Point, a large number of representative ministers and laymen of this denomination being in attendance. Rev. H. A. M. Holshouser, of Concord, preached the opening sermon, and Rev. Dr. J. C. Clapp was elected president of the Classis. Dr. Clapp is the oldest member of the organization, and his address to the assembly was very touching.

In 1812 when Great Britain persisted in dominating with the right of search on the high seas, under the despotic dogma, "once a citizen always a citizen," and claimed tribute from our lawful neutrality in European wars, the Richmond Light Infantry Blues again rallied to the right of expatriation and enrolled under the motto: "Millions for defense, but not a cent for tribute," and raised the slogan in the war—"free trade and sailors' rights."

Among the names of the privates who were members of the company during that period, were such men as Crouley, R. P. Adams, one of the fathers of Richmond; Cotton, the very police of Richmond; almoner like these, and of a subsequent date—such as Duvall, T. U. Hurdley, Danforth, J. R. Anderson, Barrett, Burr, several Blairs, Burwell, Bigler, Dr. Beale, Blinford, Crump, Crouch, Clayton, Canada, Cole, Clark, Cowles, Crose, Domesday, Fry, William Waller Hennings, Virginia's great compiler of statutes; George W. Munford, Secretary of State; Joseph Mayo, long honored Mayor; Montague, Judge John A. Meredith, the lamented judge so endeared to the Blues; D. C. Randolph, S. J. Rutherford, Seabrook, Poiteaux Robinson, Selden and Sheppard and a host of others their compatriots.

IN THE CONFEDERACY.
When the war between the States was declared in 1861, the Richmond Light Infantry Blues were among the first to enlist under the Confederate government and were among the last to lay down

BLUES TO CELEBRATE

Famous Old Organization Will Observe Their One Hundred and Eleventh Anniversary.

OUTING AT WESTHAMPTON

Boys Will Shoot for Medal—Governor and Many Prominent Citizens Invited.

The Richmond Blues, the battalion of which every Richmonder, Virginian and Southerner will feel proud, have completed arrangements for their 111th anniversary celebration, which is to take place on Tuesday, May 10th, at Westhampton Park.

The "Blues" is the oldest military organization in the South, probably with one exception, its foundation dating back several years before the organization of any military command now in existence.

This ancient and honorable organization was first called the Richmond Light Infantry, that was in 1780, when it was organized, and it was not until 1783 that the company was chartered, just ten years after peace had been declared between Great Britain and the United States.

It was in this same year on the 10th of May, that Captain William Richardson, who was then commanding the company, issued a call for a meeting of the members for the purpose of deciding on a uniform, as the original coat was a red one and had become extremely un-

der the time of organization to the present date:

1. William Richardson, from 1793 to 1800.
2. Henry Shore, from 1800 to 1810.
3. William Murphy, from 1810 to 1815.
4. John G. Gamble, from 1815 to 1816.
5. William Murphy again, from 1816 to 1817.
6. William Finney, from 1817 to 1822.
7. William Murphy again, from 1822 to 1825.
8. James M. Johnson, from 1825 to 1829.
9. George W. Munford, from 1829 to 1832.
10. Thomas B. Bigger, from 1832 to 1839.

IN AN INDIAN TRUNK

Baby Finds a Bottle of Carbolic Acid and Drinks It.
While the mother was unpacking an old trunk a little 18 months old baby got hold of a bottle of carbolic acid while playing on the floor and his stomach was so badly burned it was feared he would not live, for he could not eat ordinary foods. The mother says in telling of the case:

"I was all two doctors could do to save him as it burnt his throat and stomach so bad that for two months after he took the poison nothing would lay on his stomach. Finally I took him into the country and tried raw milk and that did him no good. He was very weak and finally suggested Grape-Nuts, and I adopted the food, for he commenced to get better right away and would not eat anything else. He commenced to get fleshy and his cheeks like red roses and now he is as healthy as I took him to Matamoras on a visit and every place we went to stay to eat he called for Grape-Nuts and I would have to explain how he came to call for it as it was his main food."

"The names of the physicians who attended the baby are Dr. Eddy, of this town, and Dr. George Gale, of Newport, O., and anyone can write to me or to them and learn what Grape-Nuts food will do for children and grown-ups, too." Name given by Postum Co., Battle Creek, Mich.

Look in each pkg. for the famous little book, "The Road to Wellville."

arms of the Army of Northern Virginia at Appomattox.

The company was immediately assigned to the command of General Holmes on the Potomac and its unprecedented triumph from Fredericksburg to Aquia Creek to John Lynch and Lindsay Walker to repel the Pawnee steamer, bearing arms and knapsack against time, will never be forgotten by its men and admiring friends.

The next important move the company made was its march from Lewisburg to Gauley Bridge, seventy-two miles, in two consecutive days, under full weight of arms and accoutrements. The command did extensive scouting as mounted infantry, north of Elk in Northwest Virginia, and its conduct on the retreat from Charleston to Gauley, and from Gauley to Big Seawall, proved it to be worthy of regular service.

In the defense of Roanoke Island the command covered itself with immortal glory; and added to its laurels on the Peninsula at Malvern Hill, at White Oak, and at Williamsburg and Yorktown and at John's Island, in South Carolina, and at Waltham Junction, and at the charge of the Howlett line, and in front of Petersburg, on the 9th, 16th, 30th and 18th of June, 1864, and at the Carter, and on the Military Road on the 20th of March, 1865, and at the White Oak Road on the 1st of March, 1865, and



BLUES' ANCIENT MEDAL.
To be Contested for by Whole Battalion.

In seven pitched engagements from Hatcher's Run, and especially at Sailor's Creek, and in the last charge of Appomattox. In all this four years' service he lost, in killed, wounded, death and disability in the hospital and in capture, nearly one hundred privates and officers.

At this time there are only twenty-nine living members who served with the Blues from 61 to 65, and they are Captains F. J. Levy and George W. Jarvis, Dr. G. W. D. Brock, R. C. Carter, Henry D. Burr, W. D. Chesterman, R. H. Duesberry, A. B. Duesberry, W. J. Epps, George W. Epps, E. M. English, Peter D. Gilna, E. J. Gregory, Charles A. Gibson, George H. Hopkins, John T. Hall, Simon Hexter, A. Isaacs, Frank Johnson, Thomas W. Lyons, Alexander H. Levy, Henry M. Miller, Robert Notch, Thomas H. G. Poulson, James Poulson, Henry C. Southall, Charles H. Tower, R. S. Valentine and Andrew Krouse.

ROLL OF OFFICERS SINCE ORGANIZATION.
The following is a list of the captains

in seven pitched engagements from Hatcher's Run, and especially at Sailor's Creek, and in the last charge of Appomattox. In all this four years' service he lost, in killed, wounded, death and disability in the hospital and in capture, nearly one hundred privates and officers.

At this time there are only twenty-nine living members who served with the Blues from 61 to 65, and they are Captains F. J. Levy and George W. Jarvis, Dr. G. W. D. Brock, R. C. Carter, Henry D. Burr, W. D. Chesterman, R. H. Duesberry, A. B. Duesberry, W. J. Epps, George W. Epps, E. M. English, Peter D. Gilna, E. J. Gregory, Charles A. Gibson, George H. Hopkins, John T. Hall, Simon Hexter, A. Isaacs, Frank Johnson, Thomas W. Lyons, Alexander H. Levy, Henry M. Miller, Robert Notch, Thomas H. G. Poulson, James Poulson, Henry C. Southall, Charles H. Tower, R. S. Valentine and Andrew Krouse.

ROLL OF OFFICERS SINCE ORGANIZATION.
The following is a list of the captains

in seven pitched engagements from Hatcher's Run, and especially at Sailor's Creek, and in the last charge of Appomattox. In all this four years' service he lost, in killed, wounded, death and disability in the hospital and in capture, nearly one hundred privates and officers.

At this time there are only twenty-nine living members who served with the Blues from 61 to 65, and they are Captains F. J. Levy and George W. Jarvis, Dr. G. W. D. Brock, R. C. Carter, Henry D. Burr, W. D. Chesterman, R. H. Duesberry, A. B. Duesberry, W. J. Epps, George W. Epps, E. M. English, Peter D. Gilna, E. J. Gregory, Charles A. Gibson, George H. Hopkins, John T. Hall, Simon Hexter, A. Isaacs, Frank Johnson, Thomas W. Lyons, Alexander H. Levy, Henry M. Miller, Robert Notch, Thomas H. G. Poulson, James Poulson, Henry C. Southall, Charles H. Tower, R. S. Valentine and Andrew Krouse.

ROLL OF OFFICERS SINCE ORGANIZATION.
The following is a list of the captains

in seven pitched engagements from Hatcher's Run, and especially at Sailor's Creek, and in the last charge of Appomattox. In all this four years' service he lost, in killed, wounded, death and disability in the hospital and in capture, nearly one hundred privates and officers.

At this time there are only twenty-nine living members who served with the Blues from 61 to 65, and they are Captains F. J. Levy and George W. Jarvis, Dr. G. W. D. Brock, R. C. Carter, Henry D. Burr, W. D. Chesterman, R. H. Duesberry, A. B. Duesberry, W. J. Epps, George W. Epps, E. M. English, Peter D. Gilna, E. J. Gregory, Charles A. Gibson, George H. Hopkins, John T. Hall, Simon Hexter, A. Isaacs, Frank Johnson, Thomas W. Lyons, Alexander H. Levy, Henry M. Miller, Robert Notch, Thomas H. G. Poulson, James Poulson, Henry C. Southall, Charles H. Tower, R. S. Valentine and Andrew Krouse.

ROLL OF OFFICERS SINCE ORGANIZATION.
The following is a list of the captains

in seven pitched engagements from Hatcher's Run, and especially at Sailor's Creek, and in the last charge of Appomattox. In all this four years' service he lost, in killed, wounded, death and disability in the hospital and in capture, nearly one hundred privates and officers.

THE HEAD OF A DEPARTMENT OF THE U. S. GOVERNMENT

Endorses Orrine AS A

CURE FOR DRINK HABIT.

GOVERNMENT PRINTING OFFICE, OFFICE OF THE PUBLIC PRINTER.

Washington, D. C., April 18, 1904.

The Orrine Company, Incorporated, Washington, D. C.

Gentlemen:—My attention was recently called to one of the employees of this office, who had, through habits of intemperance, become an inefficient and a nuisance to the office. You will be interested to know that in six weeks not only the appetite, but practically all of the ordinary signs of dissipation disappeared, and I am assured by those interested that "Orrine" brings the credit for this excellent result. It is a pleasure to me to acknowledge the value of a remedy which brings results so beneficial.

Yours very truly,

(Signed) F. W. PALMER, Public Printer.

NO SANITARIUM TREATMENT! NO PUBLICITY! NO LOSS OF TIME! Take Orrine quietly at home. Can be given without patient's knowledge, if desired.

If you desire to cure without the knowledge of the patient, buy ORRINE No. 1. If the patient desires to be cured of his own free will, buy ORRINE No. 2. Full directions found in each package.

Price \$1 per box. Money refunded if it fails to cure.
POLK MILLER-CHILDEY CO. 101 E. Broad Street, Cor. First Street.
POLK MILLER DRUG CO., 834 East Main Street, Richmond.

11. George W. Munford again, from 1839 to 1841.
12. George W. Tompkins, from 1847 to 1849.
13. William V. Sheppard, from 1849 to 1852.
14. John M. Patton, from 1852 to 1855.
15. William H. Fry, from 1855 to 1859.
16. John M. Patton again, from 1859 to 1860.

17. William L. Maule, from 1859 to 1861.
18. Jennings Case, from 1861 to 1862.
19. Frederick Carter, from 1862 to 1864.
20. Charles P. Bigger, Sr., 1865.
21. George W. Jarvis.
22. John S. Wise.
23. Frank Imboden.
24. Sol. Cutchins.

Major-General Cutchins, William L. Daugherty and Luther L. Cheatwood.
Captains—Company A, Clarence Wyatt, L. L. Cheatwood and E. W. Bowles. Company B, George Anselmo, Clement Shaffer, W. S. Mayo, George B. Pegram, W. L. Daugherty, Thomas A. Spencer and A. Tyler Brock.

BATTALION FORMED IN '84.

In 1884 it was decided to form another company, and the old command was styled Company A, while the new one was called Company B. When this was done Captain Sol. Cutchins, then commanding the old company, then commanding the battalion and Lieutenant Clarence Wyatt was elected captain to succeed him. George Anselmo was elected captain of Company B.

When war was declared with Spain in the spring of '98, the Blues' Battalion was again one of the first organizations to offer their services. They were then sent to the Philippines, where they were attached to the Fourth Virginia Regiment as Companies M and H.

The regiment went to Jacksonville and was under General Fitzhugh Lee, then in command of the Seventh Army Corps. They remained there until September, when they were moved to Savannah, where they were in camp until December 15th, when the regiment was ordered to Cuba. They arrived in Havana on the 21st, and did garrison duty in and around that place until March, when they were ordered to return to Savannah, where they were mustered out of the United States volunteer service.

Since that time the Blues have answered several calls from the Governor for troops, and most notable of these was the street car strike last June. The famous old organization did a great deal of hard service during the strike and took a prominent part in the capture of the strikers attempting to blow up the tracks in Fulton.

TUESDAY'S CELEBRATION.

All the arrangements for the one hundred and eleventh anniversary celebration have been completed, and the affair promises even to excel those many enjoyable occasions which have preceded it for the past hundred years.

The battalion is ordered to report at the armory at 9 o'clock Tuesday morning, and will be in service uniform. They will board two special cars at Ninth and Main Streets at 9:30, and be taken straight through to the park. The parade was extended to the Blues through the courtesy of the Richmond Passenger and Power Company.

All of the invited guests who can conveniently do so will join the boys and go out with them, but many of them will go out later in the day. There will be no lack of amusement during the day. There will be a luncheon served about 11:30, after which a ball game will take place between the two companies. This will be followed by target practice, when the boys will shoot their new rifles for the first time.

THE OLD MEDAL.

The men of both companies will shoot for a medal, which has been in the possession of the Blues since its organization, and the man who scores the highest number of points will be awarded the valuable old relic, and will keep it until the next celebration, when he will have to defend it.

The medal is one of ante-bellum days, and has a large amount of interesting history attached to it, but little of it is known by the living members of the organization. The ancient trophy is made of solid silver and is about three inches square. On one side is represented a soldier of ancient times shooting at a target. On the pin above is the date 1779, and on the other is engraved the coat-of-arms of America, with the inscription, "Richmond Light Infantry Blues."

It has always been customary to shoot for it in years gone by, but for the past few years this has not been done. Major Cheatwood, the last winner of the much-sought prize.

Dinner will be served about 3 o'clock, and a magnificent menu will be set before those assembled. There are never any speeches, but many impromptu addresses are made. Colonel Cutchins, president of the Blues Association, will act as host on this occasion, and will be assisted by a committee from the battalion and association. Those who have been invited include the old members and members of the association, together with all the active militia officers, city and State officials, and many prominent citizens of Richmond. Among those expected are Governor A. J. Montague and staff; Governor J. Hoke Tyler, ex-Governor Charles T. O'Ferrall, Mayor Richard M. Taylor, Carlton McCarthy, Richmond's next Mayor; Adjutant-General William Nalle and Inspector-General Joe Lane.

Stern, and Colonel George Wayne Anderson, and staff.
The battalion will return to the city about 7 o'clock in the evening.

EAGER DEMAND FOR RICHMOND'S REALTY

(Continued From First Page.)

foreheads of the conscientious but enterprising real estate man, for he can scarcely do the thing his client wants. The owner will not sell, except for a good price, and is as uncompromising as a lord.

Hard to Find.

"Sold an agent yesterday: 'No longer than this morning a friend came into the office and laid down \$2,500 and asked me to buy him a house for investment. Now, I don't know where I am going to get that property.'"

The point of the story is plainly seen. Richmond property is paying so well as an investment that those who have it are loath to part with it, and those who have it are not making extraordinary efforts to get it.

This condition of affairs, which must heighten the pride of the patriotic citizen of Richmond and spread the city's fame to every business community of the land, is a result of a number of causes, prominent among them the remarkably few vacant houses in the city and the readiness with which those incidentally becoming vacant are seized upon by desirable tenants.

An unusual circumstance in the life of the city is the building, as if by magic, of a new section—the Lee District. The widespread property between Broad and Main streets has been eagerly bought up by home-seekers and investors and scores of modern and attractive residences have been built. Upon the completion of these as families at once occupied them, leaving less modern and less attractive residences down town. Rent signs went up, of course, and some were to believe that a considerable number of houses were tenanted, and therefore rents would come down. But so wide of the mark was this conclusion that the real estate men are wondering how it ever came about. It has been their invariable experience that a rent sign remained upon a house not more than one or two days, if it was in desirable condition.

A Good Solution.

"One real estate man said in this connection: 'If I have a vacant house all I have to do is to announce it in The Times-Dispatch, and the next morning I rent it.'"

"Any trouble renting houses?" exclaimed another agent. "Well, this will illustrate it. We have four houses in course of erection, and three were leased before their roofs had been put on."

Yet another agent, when approached on the subject, said: "I'll tell you for yourself. Here are the plans for a house, which has been leased and the ground has not yet been broken."

The matter of new houses was pursued a little further. One prominent dealer, who sees the present and the future with all the light a long and varied experience turned on, was asked if he thought too much building was now being done. He struck a thoughtful attitude for a moment, and replied:

The Demand Is Met.

The meaning is not hard to find. This gentleman and many others who were talked with on the subject, feels that with the unusual expansion of the building enterprise in Lee and other districts during the past two years and with the number of houses being erected, or planned for immediate erection, the demand which was so rampant a few years ago, has been wholly and amply satisfied.

"We are having no trouble at all," they declare. The faces of this class of business men who are so full of the spirit of the healthful growth of the city are turned hopefully to the future, sustained by a present prosperity actual through their own honest business methods in which no desire or purpose to inflate real estate values had any part.

\$16 ROUND TRIP TO ST. LOUIS VIA C. & O. RAILWAY, TUESDAY, MAY 24TH.
On Tuesday, May 24th, the Chesapeake and Ohio will sell coach excursion tickets from Richmond to St. Louis, Mo., and return at the rate of \$16, tickets good for ten days, including date of sale. Special attention paid to special parties.

GRAND LODGE I. O. O. F., LYNCHBURG, VA., MAY 8TH TO